

Message Text

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ACTION AF-18

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FM AMEMBASSY LAGOS

TO SECSTATE WASHDC IMMEDIATE 1098

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TAGS: BTRA

SUBJECT: NIGERIAN-AMERICAN CHAMBER OF COMMERCE (NACC) TRADE MISSION

REF: (A) STATE 181233 (B) 181377 (C) 18221 AND (D) 183300

SUMMARY

NACC PLEASED WITH ARRANGEMENTS SO FAR SCHEDULED FOR VISIT. FULL MISSION WILL BE PRESENT AT NACC-NY LUNCHEON SEPTEMBER 25 NEW YORK WHERE MISSION DIRECTOR WILL DELIVER KEY ADDRESS. ALL OTHER NEW YORK GROUP AND INDIVIDUAL APPOINTMENTS AND FUNCTIONS ACCEPTABLE TO NACC WITH EXCEPTION OF ROBINS INTERNATIONAL PROGRAM WHICH NOT UNDERSTOOD: FULL ATTENDANCE CANNOT BE ASSURED. NEW YORK VISIT EXPECTED TO BE EXTENDED THROUGH OCTOBER 1 INVOLVING MOVING FORWARD MEMPHIS AND HOUSTON PROGRAMS BY ONE TO TWO DAYS. EMBASSY MAKES SPECIAL PLEA THAT DEPARTMENT OF COMMERCE DISTRICT OFFICES IN NEW YORK AND HOUSTON MAXIMIZE OPPORTUNITIES DEMONSTRATE TO MISSION USG INTEREST IN TRADE AND INVESTMENT IN NIGERIA.

END SUMMARY.

1. MISSION DIRECTOR HAS CONTACTED BOTH AMBASSADOR GARBA AND OGBU IN LAGOS TO INSURE WASHINGTON EMBASSY RECEPTION SEPTEMBER 24 AND FUNCTION NEW YORK.

2. ALL MEMBERS WILL ATTEND LUNCHEON SEPTEMBER 25 HOSTED BY NACC-NY. MISSION DIRECTOR PLANS TO DELIVER PREPARED ADDRESS FOR UNCLASSIFIED

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THIS MAJOR EVENT. AT OTHER MEETINGS IN N.Y. HE WILL TALK IMPROMPTU.

NACC WOULD APPRECIATE IT IF DEPARTMENT WOULD CHANGE DEPARTURE TO AMERICAN 303 DEPARTING WASHINGTON 0830 FOR NEW YORK (REF. D) AND CANCEL SO 710 BOOKING 0933. NO RPT NO CORRESPONDENCE RECEIVED BY NACC FROM NACC-NY ALTHOUGH WE ASSUME ARRANGEMENTS ARE FIRM.

3. NACC WOULD BE PLEASED TO ACCEPT BANKERS' TRUST INVITATION SEMINAR AND LUNCHEON ALTHOUGH PRESENCE OF TOTAL MISSION CANNOT BE ASSURED.

4. ADEJUMO AND OKUBANJO ACCEPT DINNER DATE WITH B. F. GOODRICH SEPTEMBER 26. UGOCHUKWU, WHO IS NOW TRAVELING, CAN BE ADVISED OF ENGAGEMENT WHEN IN U.S.

5. SEPTEMBER 27 MACK TRUCK HELICOPTER LUNCHEON TRIP WELL RECEIVED BY SEVERAL MEMBERS. FRANK WRIGHT, VP VISITING AFRICA, ADVISED BY EMBASSY TO ADD BENSON, IKOKU AND LAWSON TO GROUP. SIX MEMBERS SHOULD BE CONTACTED N.Y. TO DETERMINE ATTENDANCE.

6. SEPTEMBER 28 MOBIL OIL LUNCHEON ACCEPTED ALTHOUGH FULL ATTENDANCE WILL BE CONDITIONAL AS IN CASE OF BANKERS TRUST.

7. OCTOBER 3-4 HOUSTON: ALL GROUP ARRANGEMENTS HOUSTON ARE ACCEPTABLE AND INDIVIDUAL EVENTS WILL BE OF INTEREST TO MANY. MISSION DIRECTOR HAS PREVIOUSLY SEEN JOHNSON SPACE CENTER AND WILL RECOMMEND TO OTHERS.

8. EMBASSY WOULD APPRECIATE SPECIAL EFFORT BY COMMERCE IN HOUSTON FOR CHIEF ROSIJI WHO HAS INTEREST IN DEVELOPING LARGE CATTLE RANCH IN NORTHERN NIGERIA. APPOINTMENTS SHOULD BE DEVELOPED WITH THOSE WITH CATTLE RANCHING KNOW-HOW AND BREEDERS.

9. AMERICAN INTERNATIONAL LIFE AGENCIES CORP. DATE SEPTEMBER 25 (NOT OCTOBER 25 AS CONTAINED REF. A) ACCEPTED BY OGUNBANJO.

10. INFORMATION ON IKOKWU AND ESSIEU FORWARDED LAGOS 7413. MEMBERS NUMBER 21 AS CONTAINED USIS PREPARED BROCHURE. CHIEF BENSON DOES NOT PLAN TO STAY WITH MISSION AFTER NEW YORK ALTHOUGH MISSION DIRECTOR CONFIDENT THAT HE WILL BE PERSUADED ONCE OPERATIONS UNDERWAY. SUGGEST THAT TENTATIVE RESERVATIONS BE MADE MEMPHIS AND HOUSTON FOR 21ST MEMBER.

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QQM SOME DOUBLE BOOKING HAVE BEEN MADE RESULT INDIVIDUAL BOOKINGS BY MEMBERS. SITUATION BEING REVIEWED BY NACC WITH SCAN TRAVEL LTD., TRAVEL AGENCY LAGOS HANDLING TICKETS. MEMPHIS-NEW ORLEANS FLIGHT IS SO 345 DEPARTING MEMPHIS 1600 OCTOBER 1ST CONNECTING WITH NA 493 NEW ORLEANS.

12. AS RESULT MISSION DIRECTOR'S CONVERSATIONS AMBASSADOR OGBU,

AMBASSADOR HAS STRONGLY URGED THAT DISTINGUISHED VISITORS STAY NEW YORK CITY FOR OCTOBER 1ST NIGERIA NATIONAL DAY CELEBRATIONS. WE HAVE PLEASED THAT MAJOR SOCIAL FUNCTION PLANNED MEMPHIS SAME DAY AND THAT CANCELLATION OR DEFERMENT MEMPHIS VISIT BY ONE DAY COULD BE MOST AWKWARD. MISSION DIRECTOR, HOWEVER, FEELS THAT MOST MEMBERS WILL ACCEDE TO AMBASSADOR'S WISHES. PLEASE ASCERTAIN FROM HOLIDAY INNS OFFICIALS IF MEMPHIS PROGRAM COULD BE FEASIBLY CHANGED. GROUP COULD ARRIVE MEMPHIS EARLY AFTERNOON OCTOBER 2 FOR 24 HOUR PROGRAM INCLUDING TOUR OF HOME OFFICE, HOTEL UNIVERSITY AND SOCIAL FUNCTION EVENING OF OCTOBER 2 OR LUNCHEON OCTOBER 3RD. PLEASE URGENTLY ADVISE.

13. NACC POSITION ON CHICAGO TRADE SEMINAR OCTOBER 10 IS THAT ATTENDANCE IS MATTER OF DECISION BY INDIVIDUAL MEMBERS. CHIEF BENSON IS KNOWN TO BE PLANNING TRIP TO CHICAGO IF APPOINTMENT CAN BE ARRANGED BY COMMERCE WITH JOHNSON PRODUCTS CO., INC. (REF. LAGOS 7431).

14. ROBINS INTERNATIONAL PROGRAM SEPTEMBER 27 NOT UNDERSTOOD AS MESSAGE RECEIVED GARBLED. IN VIEW OF IMMINENT DEPARTURE OF MEMBERS WE SUGGEST THAT PROGRAM BE DISCUSSED WITH MISSION UPON ARRIVAL.

15. NACC PLEASED TO ACCEPT FRENCH-AMERICAN BANKING CORP. DINNER SEPTEMBER 28 (REF. B AND C). FULL MISSION ATTENDANCE CANNOT BE ASSURED.

16. EMBASSY MAKES SPECIAL PLEA THAT COMMERCE DISTRICT OFFICES MAXIMIZE OPPORTUNITIES THAT THIS MISSION OFFERS TO DEMONSTRATE USG INTEREST IN TRADE AND INVESTMENT IN NIGERIA. THESE SUBSTANTIAL, WELL-KNOWN BUSINESSMEN ARE VISITING U.S. AT THEIR OWN PERSONAL EXPENSE LARGELY TO PURCHASE OR ACT AS SALES REPRESENTATIVES FOR AMERICAN PRODUCTS AND SERVICES. THEY HAVE HIGH BUSINESS
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EXPECTATIONS. COMMERCIAL ATTACHE HAS BEEN IDENTIFIED HERE AS COORDINATOR OF MISSION; OUR RELATIONS WITH CROSS-SECTION NIGERIAN BUSINESS COMMUNITY COULD BE IMPAIRED IF MISSION DOES NOT RECEIVE VISIBLE SUPPORT FROM DEPARTMENT OF COMMERCE.
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